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A.RAVIKUMAR

Goal-oriented professional with **27 years** of experience in :

| Supply Chain Management | Global Sourcing | Vendor Development | Purchasing | Material Planning | Domestic, Import & Export Logistics Management | Parts Exports

An effective leader with expertise in setting up objectives, designing & streamlining business processes and executing work to improve productivity & reduce cost; targeting senior level assignments with an organization of repute

Profile Summary

- Resourceful in **developing strategic partnership** with direct material suppliers, from placement of order till delivery of shipment
- Developed a **domestic & global suppliers base** to meet demand patterns in short & long term requirements for each category of parts for a new VMC project and **reduced Direct Material Cost (DMC) by 27%**
- Showcased excellence in **reducing DMC by 2% to 3% every year** through Localization, Alternate Sourcing, Aggregate Buying, Value Engineering, Avoiding BOM redundancy
- Successfully developed & established parts for 95 new Options for upgraded VMC
- Played a key role in **reducing lead time by 2 weeks & DMC by 9%** on overall basis for Fixture & Turnkey parts
- Cost Reduction Expert; reduced **Import Air & Sea Freight cost by 25%** through alternate sourcing; implemented recycling of Machine packing skid & Suppliers' packing boxes, reduced waste & cost in packing
- Front-led the implementation of:
 - SAP-MM Module** as Process Owner
 - TS 16949** Quality System requirements at supplier places
- Reduced incoming parts **rejection < 2%** by implementing various Supplier Quality System improvement activities
- Pioneering experience in **providing logistical support, inventory control & shortage management**; managed supply chain to enhance Assembly output
- Front-led activities to enhance SCM operations**, optimize resources & capacity utilization, enhance productivity & operational efficiencies; while curtailing costs / expenses
- Wealth of expertise entails in redesigning warehouse layout to ensure speedier identification & traceability; enhanced efficiency through Process Metrics & **achieved Zero Stock Variance**

Core Competencies

Supply Chain Management

Global Sourcing /Purchasing

Cost Optimization Vs Budget

Material Planning/Management

Vendor Development/Supplier Quality Management

Strategy Planning/Implementation

Pricing, BOM Costing & Negotiation

Logistics: Domestic, Imports & Exports Management

Optimal Inventory Management

Warehouse Management

Operational / Process Excellence

People Management

Certifications

- Certified Internal Auditor in ISO/TS 16949: 2002 by Omnex Inc.
- Certified QS 9000 Internal Auditor by TQMI

IT Skills

- MS Office, BaaN IV ERP, Jeeves ERP, SAP-MM

Education

- Master of Business Administration in Operations** from IGNOU, Delhi in 2004
- Bachelor of Engineering in Mechanical Engineering** from CIT, Coimbatore in 1992

Soft Skills

Team Leader

Influential

Change Agent

Innovator

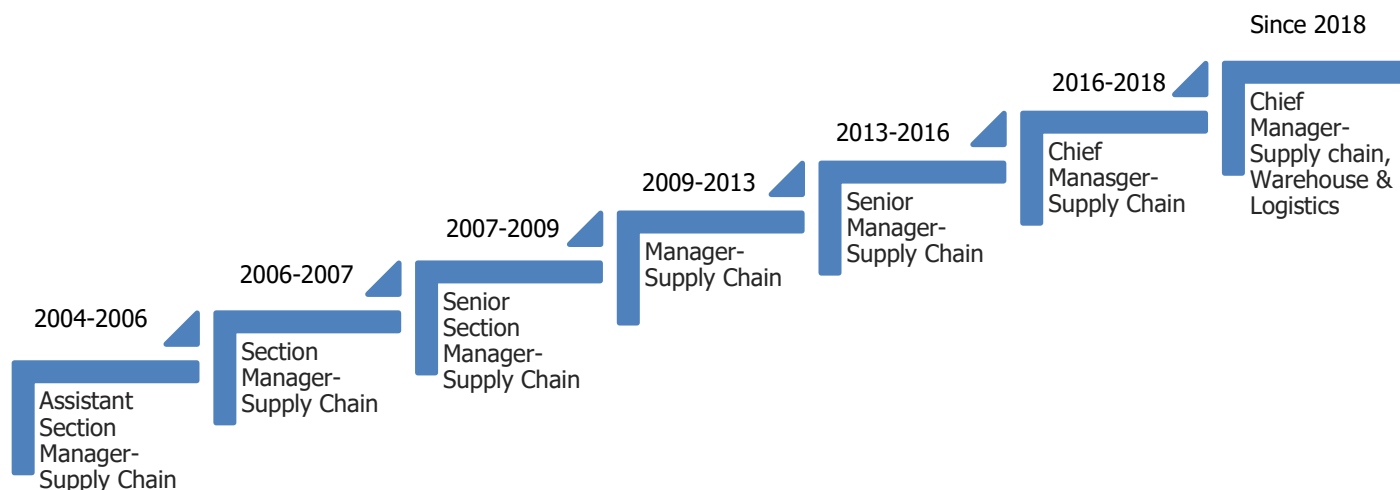
Decision Maker

Collaborator

Work Experience

Makino India Pvt. Ltd., Bangalore

Oct'04-Present



Key Result Areas:

- Strategic Sourcing & Development - Castings, Forgings, Machined, Sheet metal, Plastic, Rubber, Hydraulic & Pneumatic parts, Hose assemblies, Electrical parts, Cable assemblies, CNC Machining, Plating, Painting, Powder Coating, etc..
- Evaluating supplier competency with emphasis on process control.
- Pricing & BOM Costing
- Material Cost Reduction – Localization, Alternate Sourcing, Value Engineering, Aggregate Buying, eliminating BOM redundancy
- Supplier CAPA, Process Improvement
- New Products parts development
- Delivery Scheduling & Inventory Management
- Ensuring on time delivery & exploring Opportunities for Parts Exports
- Logistics – machine packing, inward & outward freight optimization
- On time delivery of parts for M/c Assembly, Fixture, Turnkey, Service spare parts
- Maintaining DMC < Budget
- Enhancing Supplier Delivery & Quality Performance
- Optimizing inventory holding days

Highlights:

- Formulated & established purchasing & vendor development systems, procedures, formats in newly formed Purchasing department
- Contributed as Purchasing Head for a new VMC project started in 2004, locally developed and established critical parts of Sheet Metal, Casting, M/cing, Spindle, Rubber, Plastic, Hydraulic, Pneumatic, Cable Assemblies, Switch gear and other electrical parts
- Developed competitive & reliable supplier base, achieved the highest parts exports to group companies in terms of quantity & value
- Enhanced the performance of Central Warehouse to support User Departments through various Process Metrics
- Planned & developed all parts for upgraded version of VMC within budgeted cost and supported to launch the product on target time
- Front-led the implementation of:
 - SAP - MM Module Process Definition Documents, UAT, Testing & went live as scheduled
 - Digital PO Approval in SAP and eliminated 60,000 sheets of paper per annum
 - Cost Reduction measures by Innovative Methods in Logistics
- Played a key role in establishing:
 - Price control measures & localized high volume spare parts to reduce cost and lead time
 - Zero Stock Variance in Inventory Audits done by External Auditors
- Handled Accessories business as a new business stream with end to end responsibilities right from Sourcing, Quote to Customer, Proforma Invoice, Payment & Dispatch

Growth Path:



Highlights:

- › Achieved material cost reduction targets consistently
- › Successfully implemented TS-16949 procedures at suppliers' end to improve incoming parts quality
- › Engaged in localization of imported casting, forging and m/cd parts, resulted in substantial cost reduction
- › Developed reliable sub-contracting sources for CNC Machining of critical components
- › Worked as Section Head in getting TS 16949
- › Helped a social cause by developing various m/cd parts with WORTH, Trichy - a charity institute for physically challenged people, resulted in huge success for both organizations

Personal Details

Date of Birth: 16th June 1971

Languages Known: English, Tamil and Kannada

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